

MDW Lessons Learned

- Explicitly identify the line of demarcation between government equipment and ESCO owned equipment (i.e. Lighting fixture lenses).
 - Identify potential one-time expenses that the government may incur as a result of the ESPC project (i.e. Angle stop valves).
 - Carefully evaluate environmental and historic property considerations and identify responsible parties before contract award.
 - Coordinate the guarantee and payment schedules with the government's fiscal year. This coordination facilitates the annual budget process with respect to ESPC.
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MDW Lessons Learned (Continued)

- Explicitly define M&V deliverables in the contract schedule of deliverables. Link the acceptance of these deliverables to the payment schedule.
 - Guaranteed Costs Savings may include both performance based energy savings and stipulated O&M costs. The payment schedules should differentiate between these components.
 - O&M savings in ESPC's must reflect achievable O&M reductions. In most cases these savings will require RIF actions.
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